



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, September 6, 2012 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA
(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – August 2, 2012
- 3.0 Unfinished Business
 - 3.1 Review Previously Tabled Instructor Applications
 - 3.1.1 Thomas Dreschler
Continuing Education:
Module 7: Foreclosure; Short Sales; REO's & Related Concepts
 - 3.2 Review Previously Tabled Course Provider Applications
 - 3.2.1 Course Provider: Association of Realtors School
 - 3.2.1.1 Course Title: Be Google-Tastic
Credit Hours: 3.0
Module: 7
 - 3.2.1.2 Course Title: The Little EXTRA in EXTRAordinary Customer Service
Credit Hours: 7.0
Module: 7
 - 3.2.1.3 Course Title: New Negotiating Edge – Getting Past NO!

Credit Hours: 7.0
Module: 7

4.0 New Business

4.1 Update from the Commission – Mr. Doyle

4.2 Review of Negative Course Evaluations

4.3 Review of Course Provider Applications

4.3.1 Course Provider: McKissock

4.3.1.1 Course Title: Characteristics of Real Estate Title Insurance
Credit Hours: 3.0
Module: 7

4.3.2 Course Provider: Delaware School of Real Estate

4.3.2.1 Course Title: Agency & Fair Housing
Credit Hours: 3.0
Module: 1

4.3.2.2 Course Title: The Code of Ethics
Credit Hours: 3.0
Module: 2

4.3.2.3 Course Title: Agent Etiquette
Credit Hours: 3.0
Module: New Licensee Module 4

4.3.2.4 Course Title: The Agreement of Sale
Credit Hours: 3.0
Module: New Licensee Module 2

4.3.2.5 Course Title: The Code of Ethics
Credit Hours: 3.0
Module: New Licensee Module 1

4.3.3 Course Provider: Omega Real Estate School

4.3.3.1 Course Title: Agency, Fair Housing & Ethics
Credit Hours: 3.0
Module: 1

4.3.3.2 Course Title: The Agony, Ecstasy & Ethics of Co-Broking
Credit Hours: 3.0
Module: 2

4.3.3.3 Course Title: The Agreement of Sale and the Listing Agent
Credit Hours: 3.0
Module: 3

4.3.3.4 Course Title: Communication
Credit Hours: 3.0
Module: 7

4.3.3.5 Course Title: Closing Techniques that Open the Door to Success
Credit Hours: 3.0
Module: 7

4.3.3.6 Course Title: The CMA vs. the Appraisal
Credit Hours: 3.0
Module: 7

*4.3.3.7 Course Title: The Code of Ethics – Your Promise of Professionalism
Credit Hours 3.0
Module: New Licensee Module 1

*4.3.3.8 Course Title: The Agreement of Sale
Credit Hours 3.0
Module: New Licensee Module 2

*4.3.3.9 Course Title: The Delaware Statewide Listing Agreement
Credit Hours 3.0
Module: New Licensee Module 3

*4.3.3.10 Course Title: Real Estate Professionalism
Credit Hours 3.0
Module: New Licensee Module 4

4.3.4 Course Provider: A. J. Johnson Consulting Services, Inc.

4.3.4.1 Course Title: Compliance with Federal Fair Housing Requirements
Credit Hours: 3.0
Module: 1

4.3.5 Course Provider: Sussex County Association of Realtors

4.3.5.1 Course Title: Negotiations: The Games People Play
Credit Hours: 3.0
Module: 7

4.3.5.2 Course Title: Real Estate Financials
Credit Hours: 3.0
Module: 7

*4.3.6 Course Provider: Jack Lingo, Inc., REALTOR

4.3.6.1 Course Title: Office Management
Credit Hours: 3.0
Module: 4

4.3.6.2 Course Title: Practices of Real Estate
Credit Hours: 3.0

Module: 6

4.4 Review of Instructor Applications

4.4.1 Juli Giles

Continuing Education:

New Licensee Module 1: Ethics; Professional Standards; Case Studies; Complaint Process; Sanctions/Monetary Awards

New Licensee Module 2: Gnrl Rules & Guidelines; Preparing the Buyer; Agreement of Sale; VA/FHA Addendum; Short Sale Addendum; Must Sell Addendum; DUCOIA

New Licensee Module 3: DE State Listing Agreement; CIS Form; Seller's Disclosure; Radon Disclosure; Lead Based Paint Disclosure; Buyer Agency; DUCOIA; HUD 1

New Licensee Module 4: Follow the Golden Rule; Respect for the Public; Respect for Property; Respect for Peers

4.4.2 William Lucks

Continuing Education:

New Licensee Module(s) 1; 2; 3; 4

Module 5: Legislative Issues

Module 6: Practice of Real Estate; Commercial Sales; Risk Management; Commercial Leasing, Zoning & Planning Classifications

Module 7: Finance 101 for REALTORS; Mortgage Financing Issues

4.4.3 Bruce Plummer

Continuing Education

New Licensee Module 1: Professional Standards for New Agents

New Licensee Module 2: The Agreement of Sale & Buyer Representation for New Agents

New Licensee Module 3: Understanding Real Estate Documents & Seller Representation for New Agents

New Licensee Module 4: Real Estate Professionalism for New Agents

Module 1: Agency & Fair Housing

Module 2: Professional Standards in Real Estate; NAR Ethics; The Code of Ethics; Profession Standards in Real Estate

Module 3: Real Estate Documents; Sales/Lease Contracts; Listing/Employment Agreement

Module 4: Office Management; Definitions & Responsibilities of Broker; Risk Reduction; Forms & Issues

Module 5: Contemporary Issues in Real Estate; Local Issues

Module 6: Practices of Real Estate; Intro to Commercial Real Estate Concepts – Risk Management

Module 7: The Real Estate Agent's Disclosure Duties in Delaware; GRI 101 Planning & Developing a Real Estate Business; GRI 301 Working with Buyers & Sellers; GRI 501: Professional Development

Pre-licensing Course:
Orientation; Real Estate Sales

Broker's Course:
Brokerage (Sales Management); Real Estate Documents; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

4.4.4 Richard McKissock
Continuing Education:
Module 7: Characteristics of Real Estate; Title Insurance

4.4.5 Jackie Leavenworth
Continuing Education:
Module 7: CRS Listing Strategies Course 201; Pricing Strategies; Negotiation Strategies; Communicating with Clients and Customers; CRS Sales & Negotiation Course

*4.4.6 Robert Hoza
Continuing Education:
New Licensee Module(s) 1; 2; 3; 4; Modules 1 – 7

Pre-Licensing Course:
Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course:
Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

*4.4.7 Mason McGill Jr.
Continuing Education:
New Licensee Module 1: What's the Difference Between Business Ethics & Personal Ethics?; Professional Standards

New Licensee Module 2: Contracts: The Foundation of Our Business; Buyer Representation; Buyer Mastery

New Licensee Module 3: Sign on the Dotted Line; Seller Representation

New Licensee Module 4: Do Unto Others; Professionalism in Real Estate

Module 1: Agency & Fair Housing

Module 2: Professional Standards

Module 3: Contracts: The Foundation of Our Business; Real Estate Documents

Module 4: Office Management; So You Want to Open an Office

Module 5: Legislative Issues

Module 6: Practices of Real Estate

Module 7: Foreclosures & Short Sales; Social Media

Pre-Licensing Course:

Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course:

Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

***4.4.8 Susan Mills**

Continuing Education:

New Licensee Module 1: Professional Standards; Fair Housing; Ethics; NAR Ethics

New Licensee Module 2: Agreement of Sale; Contract Addenda; Short Sales & Addenda

New Licensee Module 3: Agency; Statewide Agreement of Sale

New Licensee Module 4: Respect for Property; Respect for Public

Module 1: Agency & Fair Housing

Module 2: Ethics; NAR Ethics; Procuring Cause; Complaint Process

Module 3: Contracts – Sales; Contracts- Leases; Contracts – Management

Module 4: Office Management; Risk Reduction; Agency & CIS Compliance

Module 7: Contemporary Issues

Pre-Licensing Course:

Orientation; Real Estate Sales; Real Estate Mathematics

***4.4.9 Christopher Rowe**

Continuing Education:

Module 7: Successfully Navigating the Transactional Mine Field of Today's Real Estate Market

***4.4.10 Theresa Vallier- Thomas**

Continuing Education:

Module 7: Home Staging

***4.4.11 Gregory West**

Continuing Education:
Module 7: Real Estate & Ethics

4.5 Review of Student Requests for Approval of Continuing Education Activities

- 4.5.1 Student Name: Eric Buck
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7
- 4.5.2 Student Name: Tiffany Carver-O'Malley
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7
- 4.5.3 Student Name: Kathy Ellis
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7
- 4.5.4 Student Name: Susan Giove
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7
- 4.5.5 Student Name: Christine Grace
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7
- 4.5.6 Student Name: Virginia Hysock
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7
- 4.5.7 Student Name: Lisanne Kane
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7
- 4.5.8 Student Name: Erin Martin
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

4.5.9 Student Name: Nora Martin
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

4.5.10 Student Name: Lynn Morrow
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

4.5.11 Student Name: Judith Rhodes
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

4.5.12 Student Name: Shirley Price
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

4.5.13 Student Name: Franklin Serio
Course Title: CRS 202 – Two Day Course
Course Provider: SCAOR
Credit Hours: 6.0
Module(s): 6 & 7

4.6 Review Requests for Amendments to Course Approvals

4.6.1 Omega Real Estate School

- Broker Licensee Core Course (Approval # 103111131, Expiring 10/31/13): Module 4
- Code of Ethics Training (Approval # 08311111, Expiring 8/31/13): Module 2
- Code of Ethics Training (Approval # 08311111, Expiring 8/31/13): New Salesperson Module 1
- Legislative Issues (Approval # 08311116, Expiring 8/31/13): Module 5
- Obtaining & Retaining Listings (Approval # 09301151, Expiring 9/30/13): Module 7
- Maximizing Your Marketing Strategies (Approval # 02281142, Expiring 2/28/14): Module 7
- Real Estate is Your Profession, What is Your Niche? (Approval # 02281141, Expiring 2/28/13): Module 7
- Sales Licensees Core Course (Approval # 08311112, Expiring 8/31/13): Module 1
- Using Green to Market Buyers & Sellers (Approval # 09301154, Expiring 9/30/13): Module 7
- Using Single Family Homes as an Investment (Approval # 09301152, Expiring 9/30/13):

Module 7

4.6.2 Delaware School of Real Estate

- New Agency Law (Approval # 12311011, Expiring 12/31/12): Module 5
- Real Estate Disclosures (Approval # 09301065, Expiring 9/30/12): Module 5
- DUCIOA (Approval # 10311031, Expiring 10/31/12): Module 5
- Differences Between DE & PA Real Estate Transactions (Approval # 10311031, Expiring 10/31/12): Module 7
- Hot Topics in Real Estate (Approval # 10311141, Expiring 10/31/13): Module 7
- Quirks in Real Estate (Approval # 09301064, Expiring 9/30/12): Module 7
- Short Sales & Foreclosures (Approval # 09301063, Expiring 9/30/12): Module 7
- Servicing Clients More Effectively (Approval # 01311224, Expiring 1/31/14): Module 7
- Home Staging Ins and Outs (Approval # 01311223, Expiring 1/31/14): Module 7
- Environmental Disclosure (Approval # 01311221, Expiring 1/31/14): Module 7
- Agent Etiquette (Approval # 07311181, Expiring 7/31/13): Module 7
- Legislative Update (Approval # 01311222, Expiring 1/31/14): Module 5

4.6.3 Kent County Association of Realtors

- Professionalism in Real Estate Practice (Approval # 03311221, Expiring 3/31/14): Module 2

*4.6.4 Sussex County Association of Realtors

- NAR Ethics (Approval # 07311193, Expiring 7/31/13): Module 2
- Introduction to Commercial Real Estate (Approval # 01311147, Expiring 01/31/14): Module 6
- What's Under Your House? (Approval # 04301142, Expiring 4/30/13): Module 7
- Complete Automation – Staying Connected with Today's Consumer (Approval # 04301143, Expiring 4/30/13): Module 7
- 1031 Tax Deferred Exchanges (Approval # 07311191, Expiring 7/31/13): Module 7
- Social Media Marketing (Approval # 02281125, Expiring 2/28/13): Module 7
- Smart Growth (Approval # 08311121, Expiring 8/31/13): Module 7
- How to Manage Your Credit Score (Approval # 01311146, Expiring 1/31/13): Module 7

*4.6.5 Long & Foster Institute of Real Estate

- NAR Quadrennial Code of Ethics (Approval # 04301175, Expiring 4/30/13): Module 2
- Delaware Statewide Agreement of Sale (Approval # 04301173, Expiring 4/30/13): Module 3
- Understanding Contracts and Addenda (Approval # 04301174, Expiring 4/30/13): Module 3
- Legislative Update (Approval # 04301172, Expiring 4/30/13): Module 5

- Laws, Statutes and Contracts (Approval # 05301136, Expiring 5/30/13): Module 5
- Case Law Update (Approval # 03311211, Expiring 3/31/14): Module 5
- Understanding Ground Rents (Approval # 05301114, Expiring 5/30/13): Module 6
- Risk Reduction (Approval # 05301137, Expiring 5/30/13): Module 6
- Using Tax Deferred Exchange (Approval # 05301139, Expiring 5/30/13): Module 6
- DE Landlord – Tenant Code (Approval # 03311213, Expiring 3/31/14): Module 6
- DE Uniform CIO Act & Unit Property Act (Approval # 03311212, Expiring 3/31/14): Module 6
- Financing Issues (Approval # 05311131, Expiring 5/30/13): Module 7
- How to Have a Smooth Settlement (Approval # 05301133, Expiring 5/30/13): Module 7
- Helping Seller Clients Make Better Decisions (Approval # 05301134, Expiring 5/30/13): Module 7
- FHA Foreclosures (Approval # 02281111, Expiring 2/28/13): Module 7
- Negotiating (Approval # 04301171, Expiring 4/30/13): Module 7
- Assisting the Internet Customer (Approval # 05301138, Expiring 5/30/13): Module 7
- Contract to Commission (Approval # 05301111, Expiring 5/30/13): Module 7
- Understanding Credit Scoring (Approval # 05301112, Expiring 5/30/13): Module 7
- Realtor Internet Detective (Approval # 05301113, Expiring 5/30/13): Module 7
- How to Sell a Short Sales (Approval # 05301135, Expiring 5/30/13): Module 7
- Mastering the Art of the Short Sale (Approval # 07311111, Expiring 7/31/13): Module 7
- Short Sales – Advanced Class (Approval # 11301121, Expiring 11/30/13): Module 7
- Tax Implications for Buyers and Sellers of Real Property (Approval # 05301110, Expiring 5/30/13): Module 7
- Financing Update (Approval # 05301132, Expiring 5/30/13): Module 7

*4.6.6 Donald G. Conant

- Real Estate Business Planning & Marketing (Approval # 05311231, Expiring 5/31/14): Module 7

4.7 Review Requests for Amendments to Instructor Approvals

4.7.1 Ruth Vella

Amendment to Include Approvals for: Modules 1-7; Newly Licensed Salesperson Modules 1-4

4.7.2 Jason Giles

Amendment to Include Approvals for: Modules 1-7; Newly Licensed Salesperson Modules 1-4

4.7.3 Joseph Pluscht

Amendment to Include Approvals for: Modules 1-7; Newly Licensed Salesperson Modules 1-4

4.7.4 Sal Sedita

Amendment to Include Approvals for: Modules 1-7; Newly Licensed Salesperson
Modules 1-4

4.7.5 Gene Millman

Amendment to Include Approvals for: Modules 1-7; Newly Licensed Salesperson
Modules 1-4

4.7.6 William Lucks

Amendment to Include Approvals for: Modules 1-7

4.7.7 Jason Harman

Amendment to Include Approval for: Module 7

4.7.8 Gail Alm

Amendment to Include Approval for: Module 7

4.7.9 Terrence Burke

Amendment to Include Approvals for: Modules 2, 3, 5, 6, 7

4.7.10 Ruth Briggs-King

Amendment to Include Approvals for: Modules 1-7; Newly Licensed Salesperson
Modules 1-4

*4.7.11 Vincent White

Amendment to Include Approvals for: Modules 1-7

*4.7.12 Kennedy William Scott

Amendment to Include Approvals for: Modules 1-7

4.8 Review Requests to Amend Previously Approved Course Titles from Sussex County Association of Realtors

4.8.1 Course Name: New Salesperson Module 1
Requested Course Name: Procuring Cause

4.8.2 Course Name: New Salesperson Module 2
Requested Course Name: Buyer Representation

4.8.3 Course Name: New Salesperson Module 3
Requested Course Name: Seller Representation

4.8.4 Course Name: New Salesperson Module 4
Requested Course Name: Real Estate Professionalism

4.8.5 Course Name: Core Module 1
Requested Course Name: Agency & Fair Housing

4.8.6 Course Name: Core Module 2

Requested Course Name: Procuring Cause

4.8.7 Course Name: Core Module 3
Requested Course Name: Real Estate Documents

4.8.8 Course Name: Core Module 4
Requested Course Name: Office Management

*4.8.9 Course Name: Core Module 6
Requested Course Name: Investing in Commercial Real Estate

4.9 Review Requests for Reconsideration of Amended Modules from the Frederick Academy of Real Estate

4.9.1 Charitable Giving Through Donations of Real Estate – Requesting Reconsideration for Approval of Module 6

4.9.2 Real Estate Investment Fundamentals – Requesting Reconsideration for Approval of Module 6

5.0 Correspondence

5.1 Review Correspondence from Cengage Learning Regarding Change of Ownership

*5.2 Review Correspondence from Central Delaware Real Estate Academy Appealing Denial of Amending Courses

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – October 4, 2012

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.